

Message Text

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ACTION NEA-12

INFO OCT-01 ARA-16 ISO-00 AGR-20 SPC-03 AID-20 EB-11

NSC-07 RSC-01 CIEP-02 TRSE-00 SS-20 STR-08 OMB-01

CEA-02 CPR-02 SY-10 PRS-01 PA-04 USIA-15 CIAE-00

INR-10 NSAE-00 DRC-01 /167 W
----- 035986

P R 081335Z MAR 74

FM AMEMBASSY NICOSIA

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 8280

AMEMBASSY MEXICO CITY

LIMITED OFFICIAL USE NICOSIA 406

E.O. 11652: N/A

TAGS: BBAK, BTRA, CY

SUBJECT: CYPRUS COMMERCE MINISTRY OFFICIAL TO VISIT US TO
CONCLUDE SUGAR DEAL

REF: NICOSIA 311

1. CYPRUS COMMERCE MINISTRY OFFICIAL A.C. THRASYVOULIDES
(SENIOR OFFICER, IMPORTS AND INTERNAL TRADE) ARRIVING
NEW YORK MARCH 10 FOR DISCUSSIONS WITH US FIRM WHICH HAS
SUBMITTED LOW BID AGAINST GOCYPRUS TENDER FOR 3000
METRIC TONS OF REFINED SUGAR.

2. OFFICIAL TELLS US THAT (A) LOW BID OF \$432 PER
METRIC TON, CIF CYPRUS PORT (DIRECT SHIPMENT) CAME
FROM ALEXANDER ERHMAN, 54 RICHARD ST., BROOKLYN,
NEW YORK IN ASSOCIATION WITH BROOKS DELECTRO, INC.,
41 EAST 42ND ST., NYC.

(B) THESE FIRMS WHO ARE NOT SUGAR EXPORTERS, ARE
ACTING AS MIDDLEMEN FOR MEXICAN SUPPLIERS WHO WILL
SHIP SUGAR FROM MEXICO; (C) THIS BID IS \$229 (REPEAT \$229)

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PER TON BELOW CURRENT INTERNATIONAL PRICE BUT MUST BE GIVEN

SERIOUS CONSIDERATION.

3. IN VIEW OF ABOVE THRASYVOULIDES PLANS TRAVEL NEW YORK FOR DISCUSSIONS, THEN TO MEXICO TO SEE AND ANALYZE SUGAR. HE WILL AUTHORIZE LETTER OF CREDIT, ARRANGE INSURANCE AND STAY TO WITNESS LOADING.

4. THIS IS FIRST INSTANCE OF DIRECT GOCYPRUS IMPORT UNDER NEW ANTI-INFLATIONARY PROGRAM (SEE REFTEL) AND GOVT ANXIOUS TO AVOID MISTAKES. THOUGH THRASYVOULIDES WILL BE ASSISTED BY CYPRUS CONGEN NEW YORK, HE WOULD APPRECIATE OPPORTUNITY DISCUSS PROBLEM WITH USDOC AND APPROPRIATE TRADE ASSOCIATION OFFICIALS IN NEW YORK AND PERHAPS IN WASHINGTON. HE WILL TELEPHONE NEW YORK FIELD OFFICE MARCH 11. EMBASSY WOULD APPRECIATE ANY GUIDANCE COMMERCE CAN GIVE HIM.
GRANT

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